

SBA First Wednesday Seminar starts at 9:30 Central time

Test drive of ReadyTalk

Call-in is 1-866-740-1260, access code 3076601.

Log-in at www.readytalk.com, same code.

Support: 800-843-9166. Have access code.

Introduce yourselves prior to 9:30 if you want

Do not minimize the screen. You will be shut out of system.

Put your phone on mute. Unless your office is quiet.

We email copies of the PowerPoint upon request.

If listening in groups, email participant names and email addresses in Excel for 1102 credit – within a week of training.

Questions: Ask at any time.

“An investment in knowledge pays the best interest.”

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- Iowa Kansas City
 - Minnesota Nebraska
 - North Dakota Wichita
 - St. Louis South Dakota
-
- Procurement Technical Assistance Centers
<http://www.dla.mil/db/procurem.htm>



“Tell me and I forget. Teach me and I remember. Involve me and I learn.”

-- Benjamin Franklin



Why Small Business

- Employ 51% of all private sector employees and generate 60% to 80% of net new jobs annually
- Create more than 50% of gross domestic product
- Major source of innovation
- All large were once small
- Taxpayers

Why small business? FAR 19.201 General policy

(a) It is the policy.... to provide maximum practicable opportunities in its acquisitions to small business, veteran-owned small business, service-disabled veteran-owned small business, HUBZone small business, small disadvantaged business, and women-owned small business concerns.

Such concerns must also have the maximum practicable opportunity to participate as **subcontractors**....

A process of elimination.



**“Small Business Joint
Venture Opportunity”**



Key point:

A large business..

..cannot be part of a small business joint venture..

..with the exception of an 8(a) mentor protégé JV.



What is the benefit?


Small business joint venture..

...is able to compete for larger more technically complex contracts

... by combining the capabilities and past performance of venturers..

...thereby increasing competition.

What we are covering

1.  SBA definition of a *small business joint venture*
2. Size standards, *affiliation*, and exceptions
3. *Limitations on subcontracting* and *ostensible subcontracting*
4. Types of small business set-asides, unrestricted competition and joint ventures
5. Mentor protégé and 8(a) exception
6. What next?



It is the policy of the government
to place a **fair proportion** of its acquisitions with:

1. Small business,
2. Small disadvantaged business (SDB and 8(a)),
3. Women-owned,
4. HUBZone (Historically Underutilized Business Zone) small business and,
5. Service disabled veteran-owned business concerns (SDV).

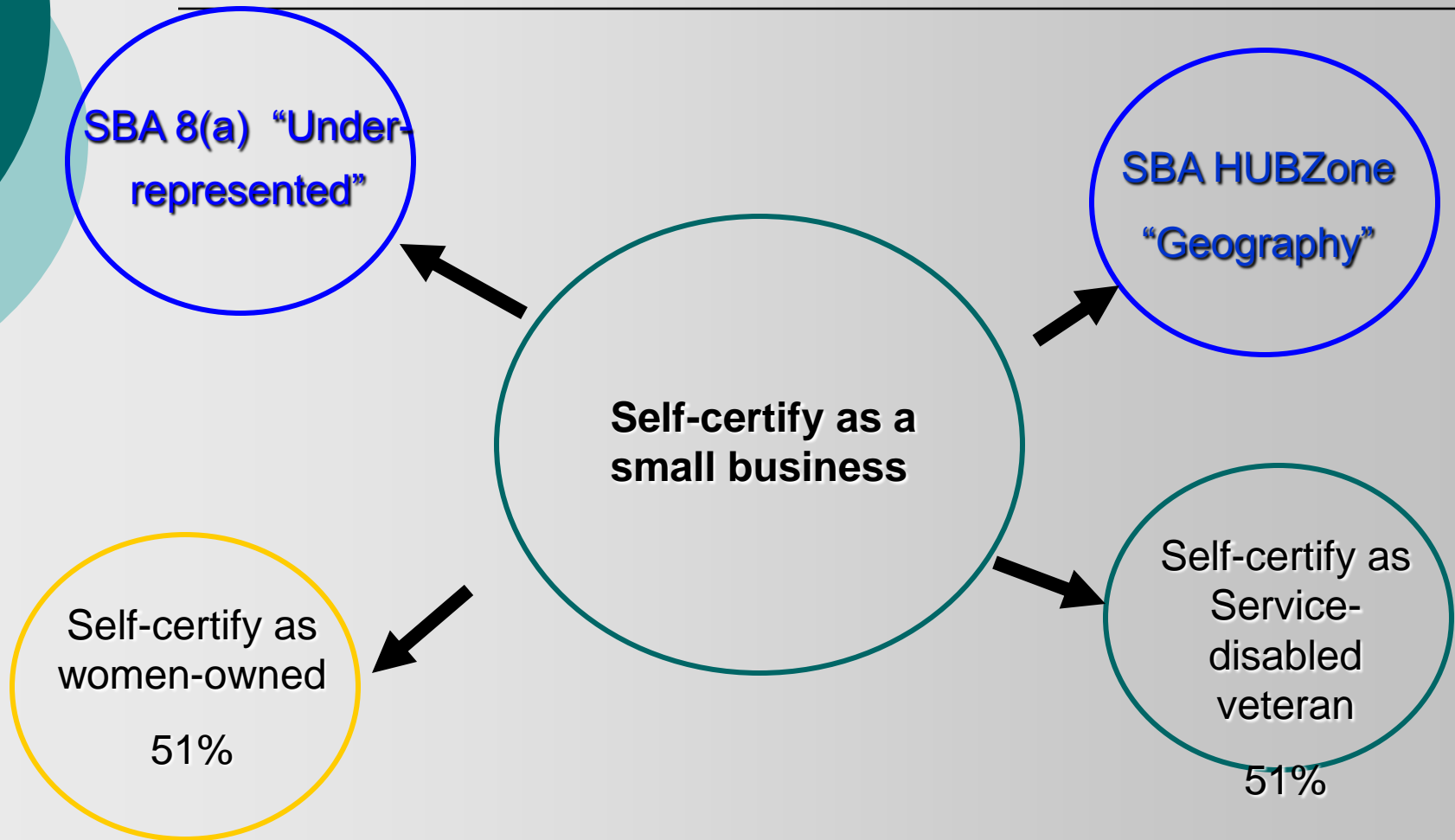
- Small Business Act

But contracts get larger

The fair proportion? Small Business Act goals:

Small Business	23%
<i>Small disadvantaged business (8(a))</i>	5%*
Women-owned small businesses	5%
<i>HUBZone (Historically Underutilized Business Zone)</i>	3%
Service-disabled veterans (SDV)	3%

Goals are met through set-asides



Program parity: Set-asides determined by market research

8(a) HUBZone Service-Disabled Vet



Small business



Unrestricted competition

Over \$100,000

Either a joint venture or subcontracting – not teaming

FAR 9.601 Reads:

“Contractor team arrangement,” as used in this subpart, means an arrangement in which—

- Two or more companies form a partnership or joint venture to act as a potential prime contractor
- A potential prime contractor agrees with one or more other companies to have them act as its subcontractors under a specified Government contract or acquisition program.



Why form JVs or perform as a subcontractor?

For primes:

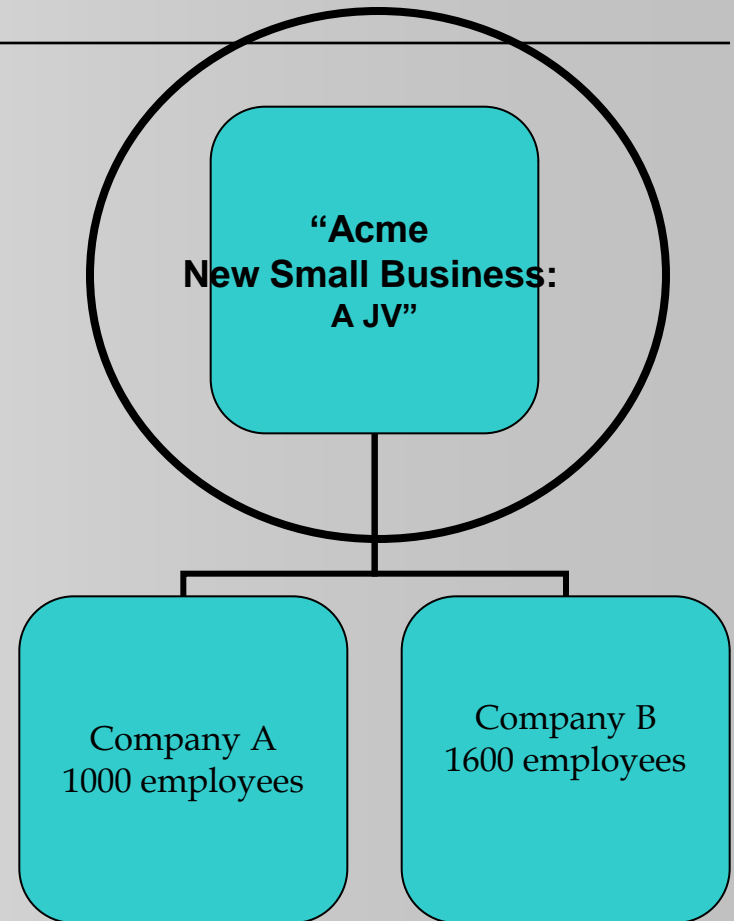
- Enhances competitive posture
- Shares risk

For Subcontractors:

- Capture new business with less risk
- Fair share after award
- Federal market access

Think of a small business
joint venture.....

.....as you would think of a
new business entity.



Just what is a **small business joint venture (JV)**? SBA CFR definition:

- An association of individuals and/or concerns with interests in any degree or proportion by way of contract, **express** or implied,
- Consorting to engage in and carry out no more than three specific or limited-purpose business ventures for joint profit over a two year period (“3-2 rule”: Three JV **submissions** in two years.*)

* Note that the regs do not prohibit forming a new JV when the 3-2 rule is met.



Just what is a **small business joint venture (JV)**? SBA CFR definition:

- Combining efforts, property, money, skill, or knowledge,
- But not on a continuing or permanent basis for conducting business generally.
- The joint venture is viewed as a business entity in determining power to control its management.



About Joint Ventures

Joint venture may be in the form of:

- Formal: A new legal entity
- Informal: May be informal arrangements so long as the agreement between the business concerns explains that it is a joint venture
- May be informal as long as the agreement meets the regulation's definition of joint venture



About joint ventures

- Contract Registered in CCR in joint venture's name
- Contract in joint venture's name
- Contract performance responsibility lies with the JV
- Agreement must include sharing profits/losses proportionate to each party's contribution to the business operation



And furthermore -

A small business joint venture –

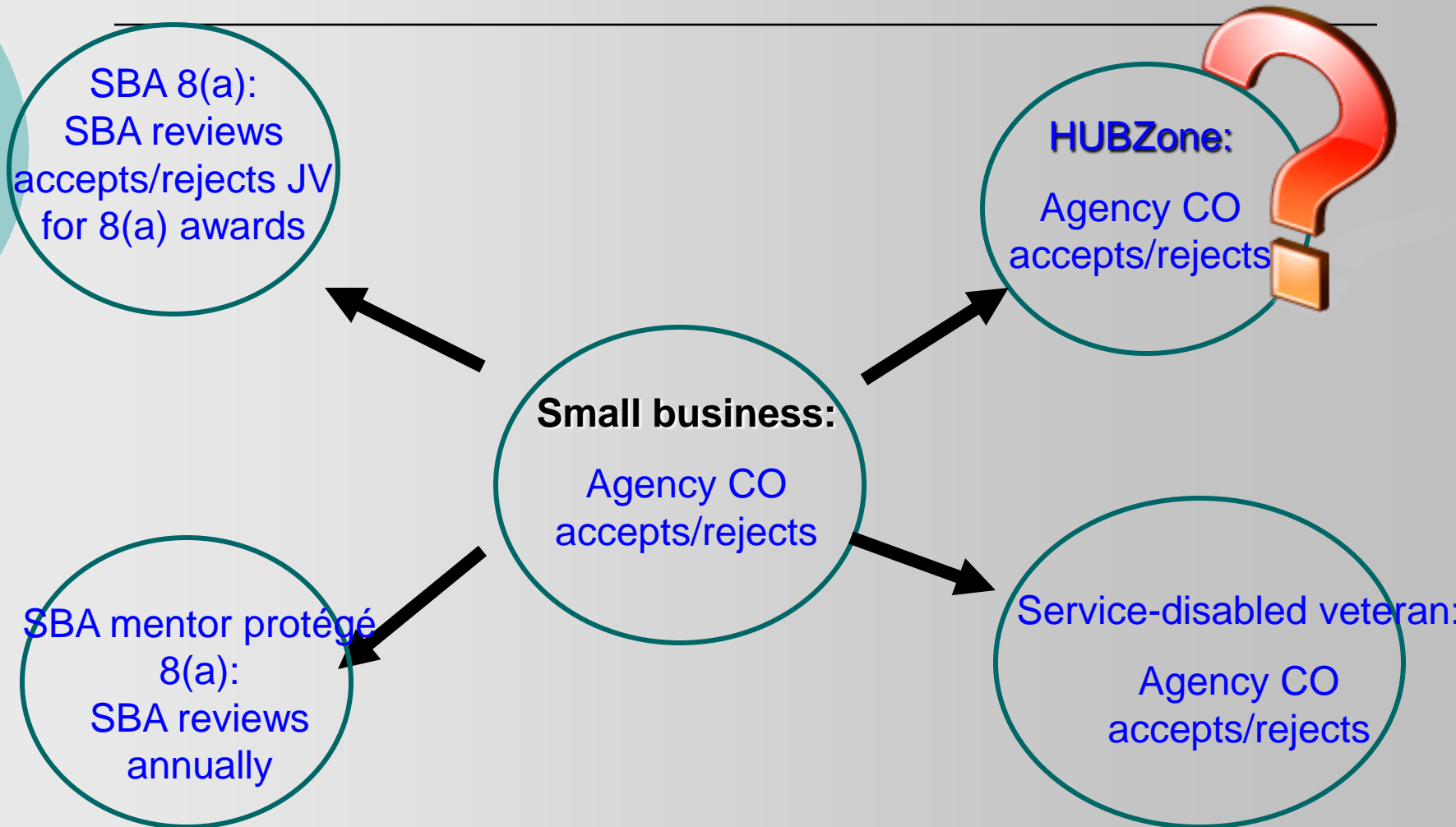
- Consists only of small businesses – except 8(a) MP
- Self-certifies that it is “small”
- Is subject to the regulations as they govern small business – just like any other small business
- Is reviewed by the **contracting officer, not SBA.** (Except for 8(a)).

JV for all types of small business set-asides


1. Small business JV for small business set-asides and unrestricted competition
2. 8(a) JV for 8(a) set-asides. (8(a) mentor-protégé is different.)
3. HUBZone JV for HUBZone set-asides and unrestricted competition, according to the regulations.
4. SDV JV for SDV set-asides



FAR allows for JVs in these set-asides programs



A big question: SBA and Dynamic Small Business Search in www.ccr.gov

Type of JV	SBA JV approval?	CCR listing as joint venture?
Small business*	N	Y
8(a) SBA certified	Y	Y
8(a) MP	annually	Y
HUBZone SBA certified	N	N 
SDVOSB	N	Y

*GAO case pending

AZ - Arizona
AR - Arkansas
CA - California

Area Code or Phone Number Initial Fragment, (1 to 12 characters)

[Metropolitan Statistical Area](#) (4-digit numeric, leading 0's if fewer than 4)

[SBA Servicing Office](#) (4-digit numeric, leading 0's if fewer than 4)

Zip Code or Zip Code Initial Fragment (1 to 5 numeric digits)

Why? SBA does not certify HUBZone joint ventures as it does 8(a)

8(a) Certified or 8(a) Joint Venture:

- ☐ Required (Active Certifications only)
- ☐ Required (Active Certifications and Previously Certified)
- ☐ Required (Previously Certified only)
- ☒ Not Required

Small Disadvantaged Business:

- ☐ Required (Active Certifications only)
- ☐ Required (Active Certifications and Previously Certified)
- ☐ Required (Previously Certified only)
- ☒ Not Required

Disadvantaged Business Enterprise, Certification States:

☒ Not Required
AL - Alabama
AK - Alaska
AA - American Atlantic (APO/FPO)
AE - American Europe (APO/FPO)

HUBZone Certification:

- ☐ Required (Active Certifications only)
- ☐ Required (Active Certifications and Previously Certified)
- ☐ Required (Previously Certified only)
- ☒ Not Required

The SBA's 8(a), HUBZone and SDB certifications are also made available to external software via: [SBSS Public Web Services](#)
For more information, see also [SBA Certifications](#) in the search help page.

Other Ownership Data:

- ☐ Minority ☐ Native American ☐ [Woman/Women](#)
☐ Veteran ☐ Service Disabled Veteran

End of part 1

Nature of Business (comma separated, up to 5 entries or 40 characters) for:

[NAICS](#) Code(s): ☒ Any ☐ All (slower)

[Help](#)

What we are covering

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Is your JV “small” for particular acquisition? (Self-certification)

- ❖ NAICS (North American Industry Classification System) code for the acquisition
- ❖ SBA size standard: Three year average annual revenues
- ❖ SBA size standard: Number of employees over the last 12 months



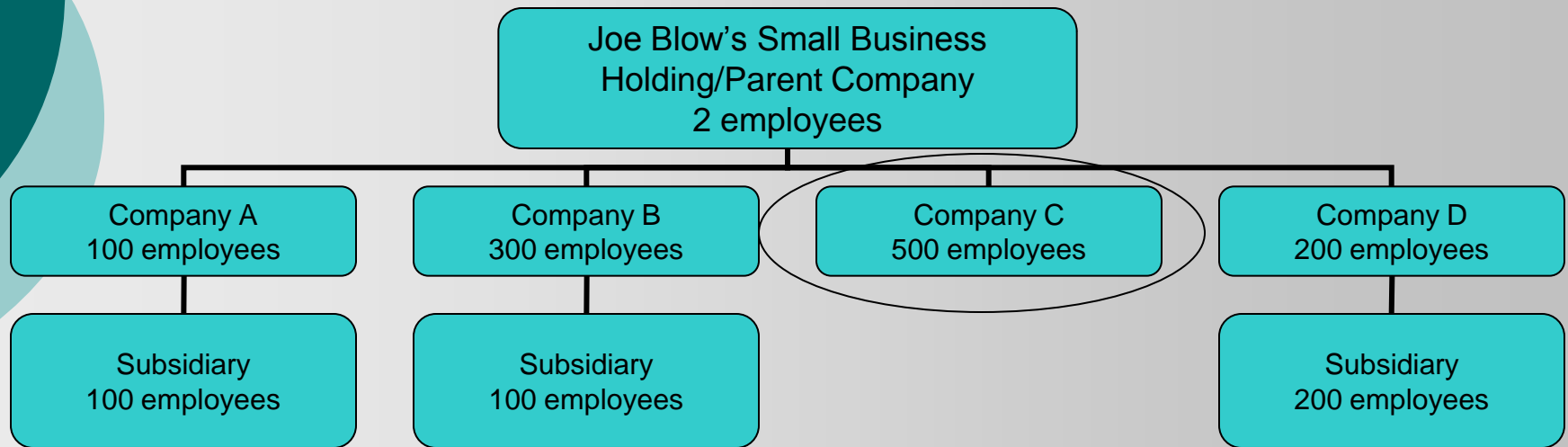
Finding NAICS code descriptions at:
<http://www.naics.com/>

Finding size standards for a NAICS code at:
<http://www.naics.com/>



The plot thickens: “Affiliation”

Example: How we usually look at affiliation

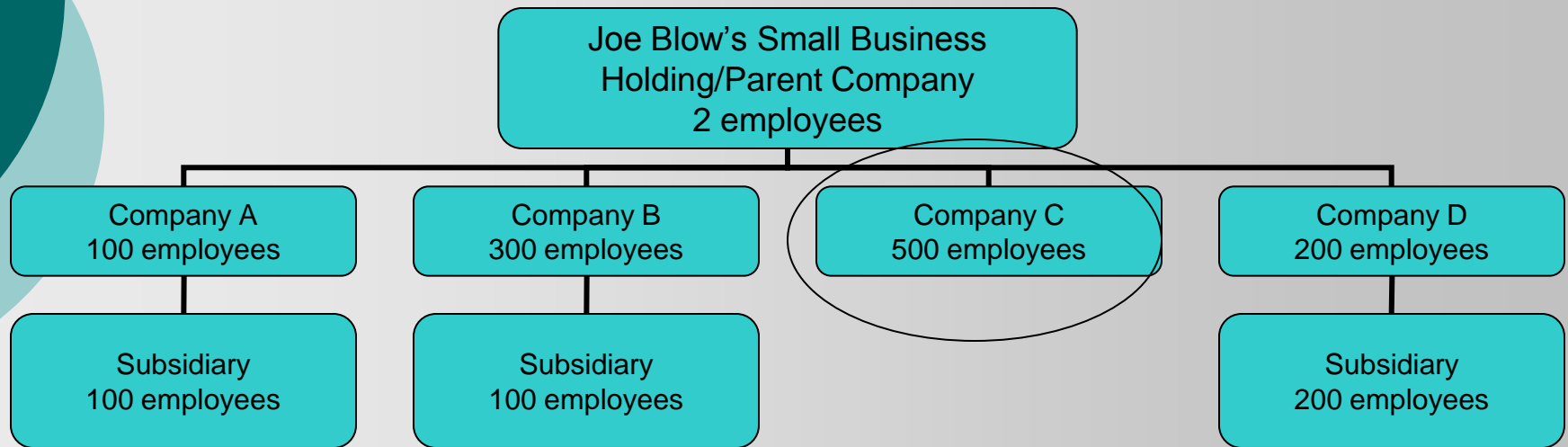


1500 employee size standard

Is Company C a small business?



Example: How we usually look at affiliation



1500 employee size standard

Is Company C a small business? Yes

“Affiliation” with others: Who is in control of the small business?

Others have power to control your business through:

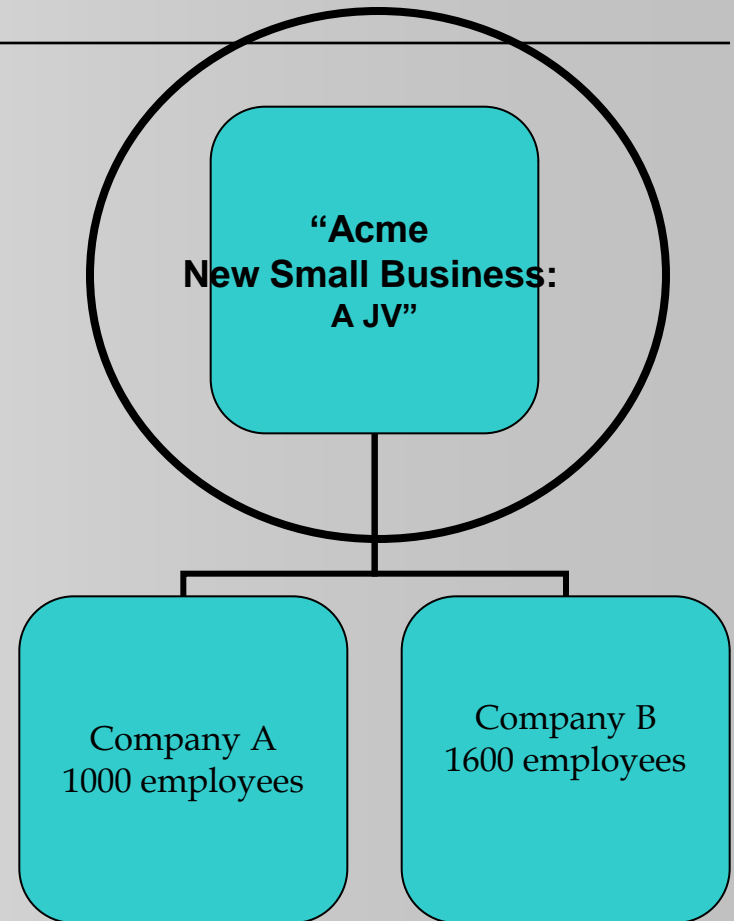
- ❖ Ownership of multiple businesses
- ❖ Common stockholders
- ❖ Common management
- ❖ Identical business interests

- ❖ Contractual relationships
- ❖ Joint venture arrangements (for that “new small business”)

You are not viewed as being totally independent

This JV is affiliated so we combine revenues of the venturers to determine size.

Self-certification





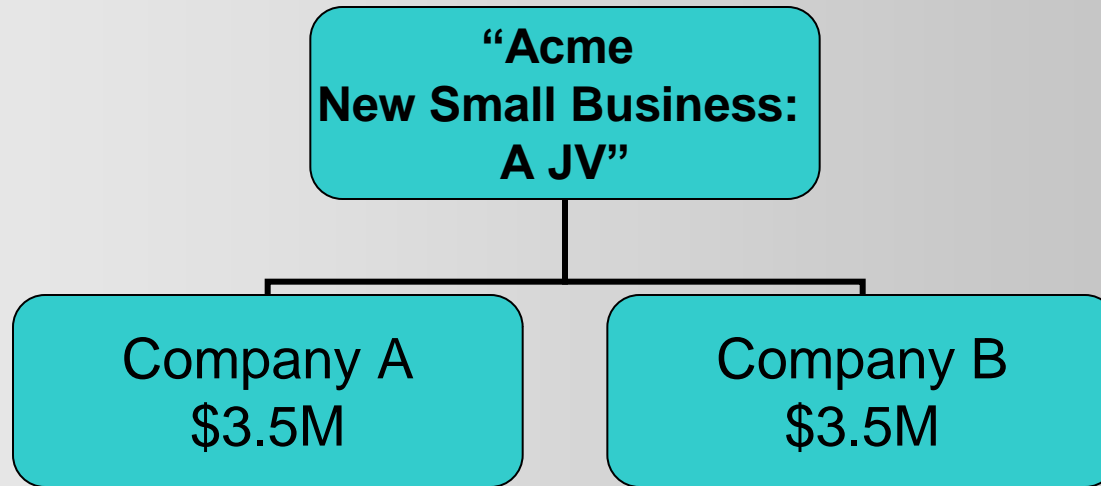
So what? Is your joint venture “small” for particular acquisition?

Self-certification

- Combine total revenues or employees of the venturers to determine size since the venturers are affiliated.
- You may be a large business.
- So you are ineligible to compete for set-asides individually or as a joint venture.

SBA size regulations at 13 CFR 121.103),
13 CFR 121.103(h)(2) and FAR 19.101 (7)

Case 1: Small business JV and affiliation



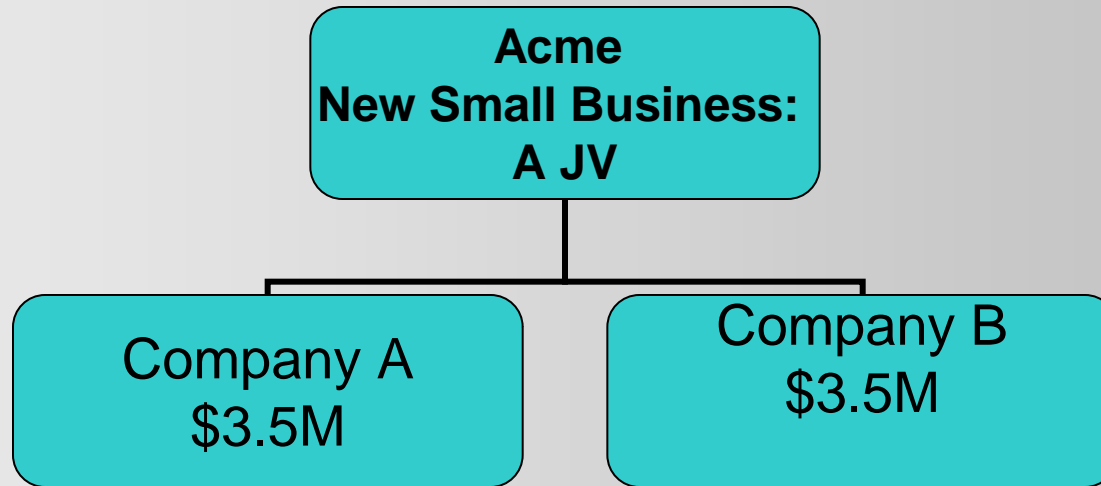
Environmental consulting services code 541620: \$6.5M

Case 1: Small business JV and affiliation

- Small business set aside
- Environmental consulting services NAICS: 541620
- *Revenue-base size standard:* \$6.5 million
- *Estimated value of contract award:* \$3.0 million
- Joint venture firms are affiliated
 1. Small business A: \$3.5 M average annual receipts
 2. Small business B: \$3.5 M average annual receipts
- *Can firms with combined receipts of \$7 million compete as a Acme small business joint venture for the set-aside?*




Case 1: Small business JV and affiliation



Environmental consulting services code 541620: \$6.5M

No. The firms are affiliated as a JV. Combined revenues of JV companies exceed the size standard.



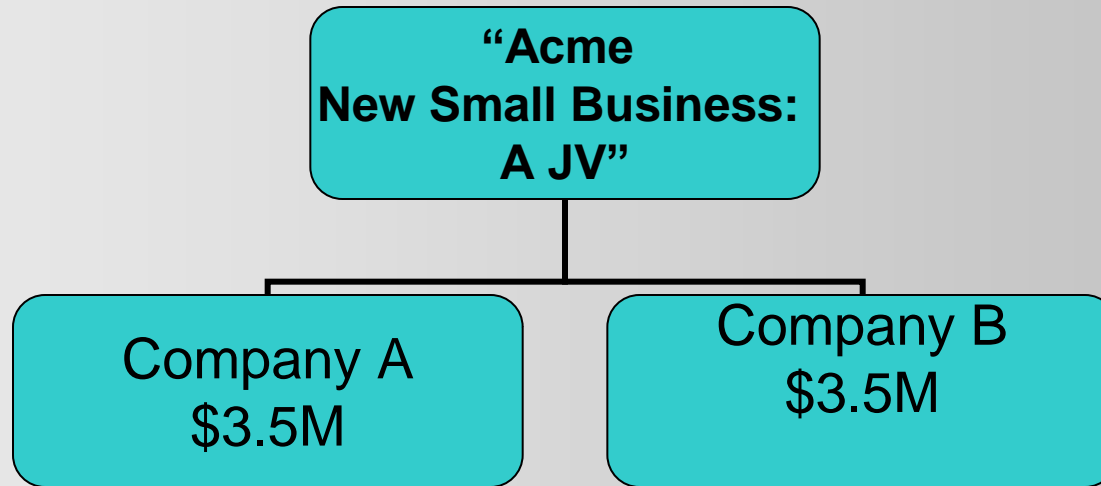
But there are exceptions to most rules (“relaxed rule”):

Size regs at 13 CFR 121.103(h)(3) and FAR 19.101 (7):

1. If the procurement is too large for small business to compete. (Bundling).
2. Or if there is a large procurement:
 - (a) Greater than half of the size of the revenue-based size standard.
 - (b) Over \$10 million for employee-based size standard.

Then affiliation for small business joint ventures is waived.

Case 2: Small business JV and affiliation



Environmental consulting services code 541620: \$6.5M

Case 2: Small business JV with an exception to affiliation

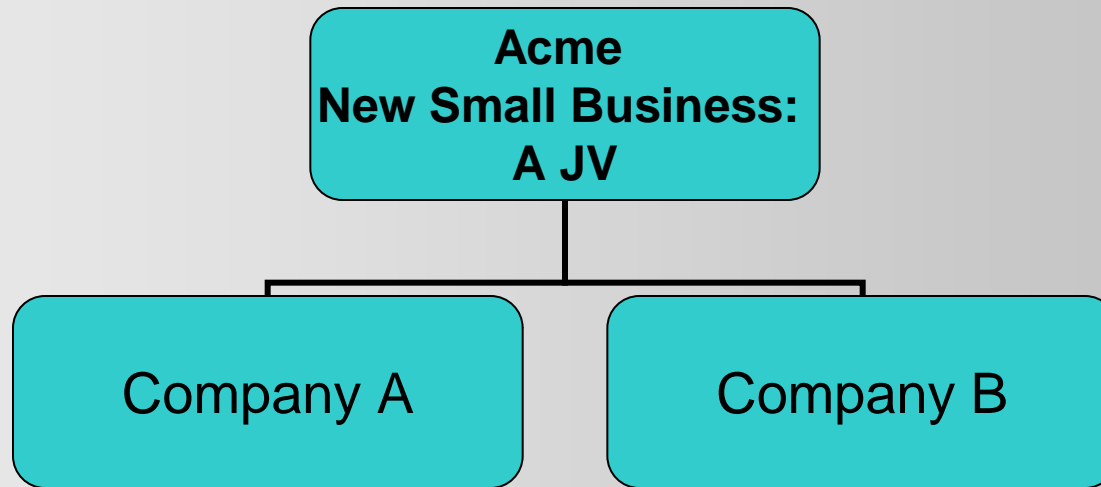
- Small business set aside
- Environmental consulting services NAICS: 541620
- *Revenue-based size standard:* \$6.5 million.
- **Estimated value of contract award:** \$4.0 million.

- *Joint venture firms affiliated?*
 1. Small business A: 3.5M average annual receipts
 2. Small business B: \$3.5M average annual receipts

- *Can these small firms compete as a small business joint venture for the set-aside?*



Case 2: Small business JV and affiliation




Environmental consulting services code 541620: \$6.5M

Yes. The only requirement is that Company A and Company B be small businesses. Affiliation rule waived.

End of part 2

What we are covering

1. SBA definition of a *small business joint venture*
2. Size standards, *affiliation*, and exceptions
3.  *Limitations on subcontracting and ostensible subcontracting*
4. Types of small business set-asides, unrestricted competition and joint ventures
5. Mentor protégé and 8(a) exception
6. What next?



Limitations on subcontracting apply to small businesses and small business joint ventures too

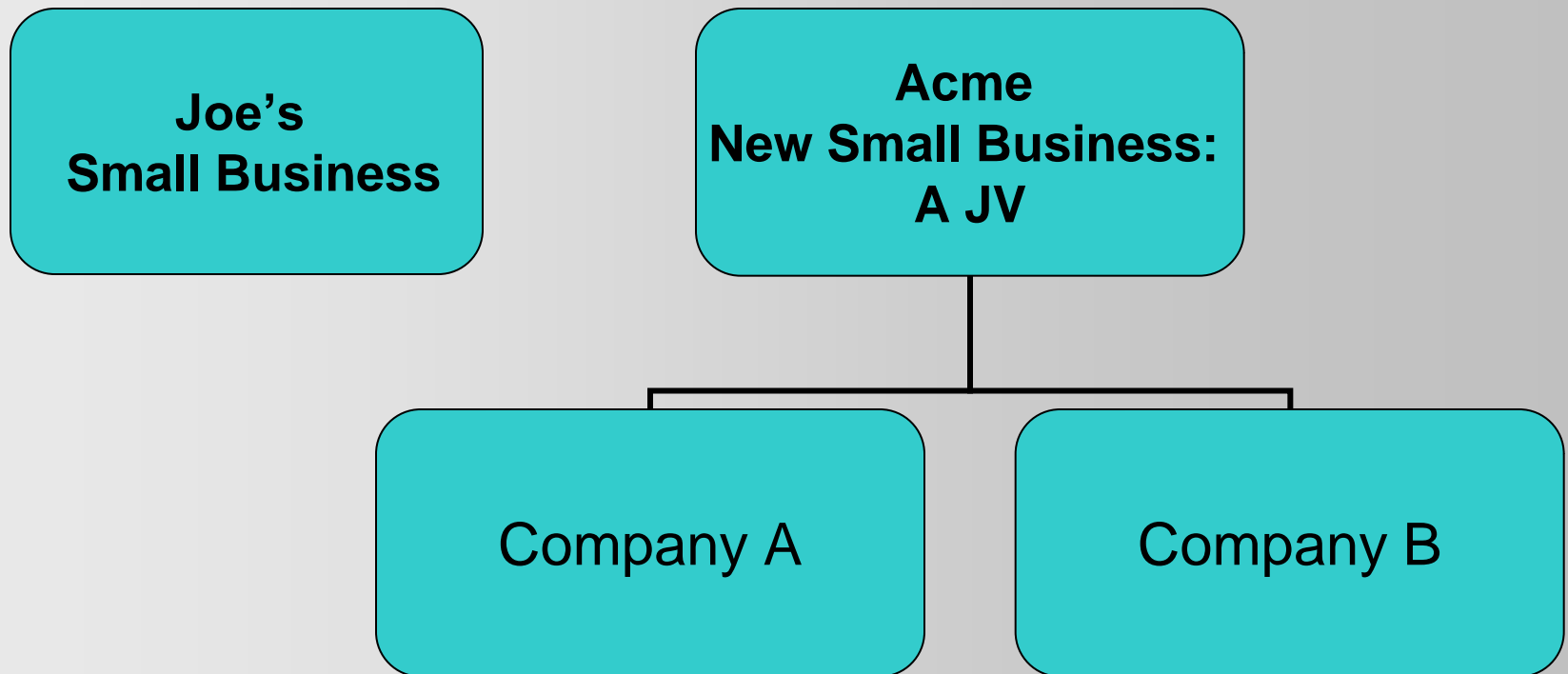
FAR clause 52.219-14

Services Provide 50% of personnel costs	Supplies Provide 50% of cost of manufacturing, excluding materials
General Construction Perform 15% of cost of contract with own employees, excluding materials	Special Trade Construction Perform 25% of cost of contract with own employees, excluding materials

SBA Certificate of Competency: 13 CFR125.6 or FAR 19.6



Limitations on subcontracting applies to a small business and to a small business JV – both must comply



Should you joint venture vs. or subcontract?

Joe's: Regular small business federal prime contractor and subcontracting :

- ◆ You can only subcontract so much
- ◆ Only the prime is on the line for contract performance

Acme JV: Small business joint venture federal prime contractor and subcontracting:

- ◆ You can only subcontract so much
- ◆ Joint venturers are on line for contract performance
- ◆ Has larger capacity - resources
- ◆ May have stronger past performance . FAR 15.305 (2) (iii)



Ostensible subcontracting rule for small businesses and small business JVs

**Jane's
Small
Business**

Large business
subcontractor




FAR 19.101 (7) (ii) on ostensible subcontracting rule

- Joint venture—..... Moreover, an ostensible subcontractor which is to perform primary or vital requirements of a contract..
- .. may have a controlling role such to be considered a joint venturer affiliated on the contract with the prime contractor.

13 CFR 121.103(h)(4))

“Affiliation again:” Subcontractor control?

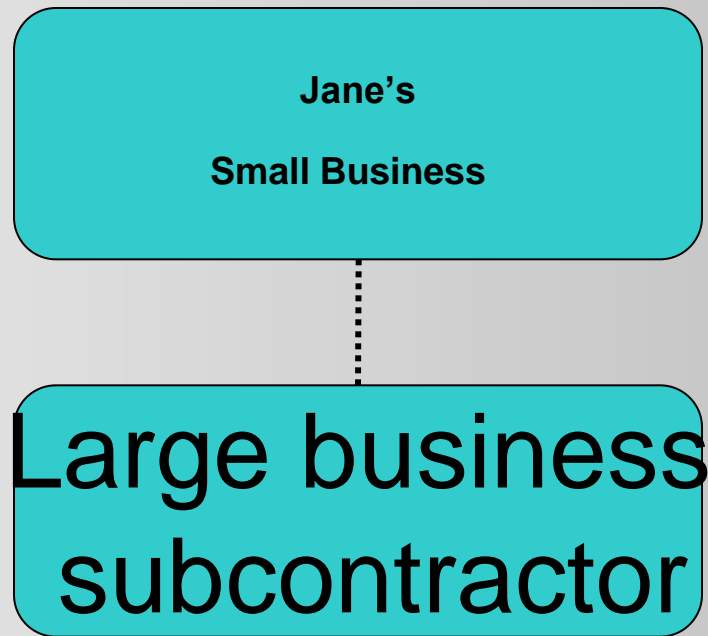
- ❖ Unusual reliance.
- ❖ Subcontractor that performs primary and vital requirements or a subcontractor upon which the prime contractor is unusually reliant.
- ❖ May occur even when limitations on subcontracting are met.



Does the subcontractor have control? “Ostensible subcontractor rule” factors

1. Who will manage the contract?
2. Which party possesses the requisite background and expertise to carryout contract?
3. Who “chased” the contract?
4. What degree of collaboration was there on the bid?
5. Are there discrete tasks to be performed or is there a commingling of personnel and materials?
6. What is the relative amount of work to be performed by each?
7. Which party performs the most complex and costly contract functions

Ostensible subcontracting rule




If apparent low offer, a size protest is made to SBA per FAR 19.302 .

Subcontractor is treated as an affiliate (or JV) so revenues or employees are combined to determine size. (A large business rule.)

End of part 3

What we are covering

1. SBA definition of a *small business joint venture*
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3. *Limitations on subcontracting* and *ostensible subcontracting*
4. ✓ Types of small business set-asides, unrestricted competition and joint ventures
5. Mentor protégé and 8(a) exception
6. What next?



1. Set-asides for small business and small business joint ventures – and all types of small business

- ◆ JV must be in CCR.
- ◆ JV consists of small firms venturers only.
- ◆ Affiliation exceptions for large procurements.
- ◆ Ostensible subcontractor rule scrutiny, and subcontracting limitations apply for small business set-asides.
- ◆ “3-2 rule”: Three JV **submissions** in two years.



2. 8(a) sole source or competitive

- ◆ At least one firm is 8(a) certified and less than one half the size standard corresponding to the NAICS code assigned to the contract.
- ◆ Small businesses venturers only
- ◆ Competes only for 8(a) procurements.

2. 8(a) sole source or competitive

- ◆ 8(a) firm must manage and furnish employee project manager.
- ◆ 8(a) firm must earn at least 51% of profits.
- ◆ SBA approves each JV submission. JV is 8(a) project specific.

3. HUBZone



- ◆ JV consists of HZ firms only.
- ◆ At least 50% of the cost of personnel must be performed by HUBZone firms. 13 CFR 126.700
- ◆ See FAR 52.219-3: Notice of Total HUBZone Set-Aside
- ◆ <http://www.sba.gov/hubzone/>

4. Service-disabled vet

Definition of a SDVOSB (CFR 125.8 (g))

(1) Not less than 51% of which is owned by one or more service-disabled veterans..;

(2) The management and daily business operations of which are controlled by one or more service-disabled veterans ...; and

(3) Is a “small” business

SBA: <http://www.sba.gov/aboutsba/sbaprograms/ovbd/index.html>

VA: www.vetbiz.gov

4. Service-disabled vet

- ◆ JV formed per regs with SDV managing partner.
- ◆ SDV receives at least 51% of profits.
- ◆ See FAR 52.219-27: Notice of Total Service-Disabled Veteran-Owned Small Business Set-Aside

<http://www.vetbiz.gov/fpp/fpp.htm>

13 CFR 125.15.(b)



Contents of a JV (13CFR 125.15 b(2) for SDVOSB

- 2) Contents of joint venture agreement. Every joint venture agreement to perform an SDVO contract must contain a provision:
- (i) Setting forth the purpose of the joint venture;
 - (ii) Designating an SDVO SBC as the managing venturer of the joint venture, and an employee of the managing venturer as the project manager responsible for performance of the SDVO contract;
 - (iii) Stating that not less than 51% of the net profits earned by the joint venture will be distributed to the SDVOSB(s)

Contents of a JV (13CFR 125.15 b(2))

- (iv) Specifying the responsibilities of the parties with regard to contract performance, source of labor and negotiation of the SDVO contract;
- (v) Obligating all parties to the joint venture to ensure performance of the SDVO contract and to complete performance despite the withdrawal of any member;
- (vi) Requiring the final original records be retained by the managing venturer upon completion of the SDVO contract performed by the joint venture;

<http://www.sba.gov/8abd/> 8(a) regs at 13 CFR 124.513

8(a) JV resource website: http://www.sba.gov/dc/DC_8AJV.html

VA toolkit: <http://www.va.gov/vetbiz/library/toolkit.htm>

SB JVs compete in unrestricted competition

1. **Small business (including all categories):**

- ◆ Small business JV with small firms only
- ◆ Not subject to limitations on subcontracting
- ◆ Ostensible subcontracting scrutiny applies
- ◆ Affiliation depends upon the size of the contract

SB JVs compete in unrestricted competition



2. HUBZone JV competing with 10% price evaluation preference (PEP)

- ◆ Consists of HZ firms only
- ◆ Subject to limitations on subcontracting, ostensible subcontracting, or affiliation scrutiny.

See FAR 52.219-4: Notice of Price Evaluation Preference for HUBZone Small Business

What we are covering

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- ✓ 5. Mentor protégé and 8(a) exception
6. What next?

For SDB, HUBZones, SDVs and sometimes women-owned small businesses: Federal agency mentor-protégé programs

- Department of Defense:
http://www.acq.osd.mil/osbp/doing_business/index.htm
- Department of Homeland Security:
http://www.dhs.gov/xopnbiz/smallbusiness/editorial_0716.shtm
- Department of State:
<http://www.state.gov/m/a/sdbu/c14690.htm>
- Department of Energy:
http://smallbusiness.doe.gov/Small_Business_Programs/Mentor-Protege/mentor-protege.html
- Department of Treasury:
<http://www.ustreas.gov/offices/management/dcfo/osdbu/mentor-protege/>



Federal agency mentor-protégé programs

Only SBA 8(a)....

....allows for a mentor-protégé program....

.... that can result in a JV between the mentor and protégé



SBA's mentor-protégé: There are exceptions to most rules

- Only for 8(a) firms
- May result in a JV with an **“other than small”** business mentor
- May competes as a small business for 8(a) or small business or unrestricted procurements. (13 CFR 121.103(h)(3)(iii))

SBA's mentor-protégé: There are exceptions to most rules

- 8(a) firm must earn at least 51% of profits for JV.
- 8(a) firm must manage and furnish project manager for JV.
- SBA approves each JV submission for 8(a) only. (Not for small business set-asides or unrestricted.)
- 8(a) mentor protégé agreement must be reviewed annually by SBA

Small Business Administration websites:

http://www.sba.gov/dc/dc_8amp.html for JV template

Home

SMALL BUSINESS
PLANNER

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About SBA

Home > About SBA > SBA Programs > 8(a) Business Development Program > Mentor-Protégé Program

Mentor-Protégé Program

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FAQ

8(a) Business Development Mentor-Protégé Program

- > Approved Mentor-Protégé [Agreements](#)
- > Mentor-Protégé [Fact Sheet](#)
- > Mentor-Protégé [Program Overview](#)
- > Mentor-Protégé Program Briefing Charts [PowerPoint](#) or [Zipped PowerPoint file](#)
- > [Mentor-Protégé Agreement Template](#)
- > Mentor-Protégé [Checklist](#)

E-NEWSLETTERS

FREE ONLINE TRAINING

E-PAYMENTS

MARKETING AND
OUTREACH

The U.S. Small Business Administration's (SBA) Mentor-Protégé program enhances the capability of 8(a) participants to compete more successfully for federal government contracts. The program encourages private-sector relationships and expands SBA's efforts to identify and respond to the developmental needs of 8(a) clients.

Mentors provide technical and management assistance, financial assistance in the form of equity investments and/or loans, subcontract support, and assistance in performing prime contracts through joint venture arrangements with 8(a) firms.

The new program is offered under SBA's 8(a) Business Development program serving

- > Home
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- > What's New
- > FAQs
- > Reports
- > Programs
- > Grant Information
- > Resources/ Opportunities
- > Contacts/ Representatives
- > 8(a) Application
- > Forms
- > Glossary of Terms
- > Comments
- > GCB Home Page
- > Surplus Property
- > Mentor-Protégé Program

<http://www.sba.gov/aboutsba/sbaprograms/8abd/mentorprogram/index.html>

PERFORMANCE

strength and vigor of our economy.

What are the benefits of SBA's Mentor-Protégé program?

Under SBA's Mentor-Protégé program, protégés can gain the following benefits:

Summary of CFR regulations

- ❖ SBA size regulations: 13 CFR 121.103(h)
- ❖ HUBZone regs: 13 CFR 126.616
- ❖ SBA Certificate of Competency: 13CFR125.5
- ❖ Service-disabled veteran: 13 CFR 125.15(b)
- ❖ 8(a) and SDB regs: 13 CFR 124.513
- ❖ Small disadvantaged business: 13 CFR 124.1002(f)

13 CFR website for SBA regs:

http://www.access.gpo.gov/nara/cfr/waisidx_06/13cfrv1_06.html

End of part 5



Case 3: Small business in unrestricted DoD competition

- ❖ Industrial Building Construction code 236210
- ❖ Size standard: \$31 million
- ❖ Estimated value: \$18 million
- ❖ Affiliation excepted
- ❖ No limitations on subcontracting for small business


Case 3: Small business in unrestricted DoD competition

POSSIBLE SMALL BUSINESS SCENARIOS:

1. Small business A bids.
2. Small business joint venture B of two small businesses firms.
3. Small business joint venture C forms consisting of SBA 8(a) mentor-protégé consisting of an 8(a) with an “other than small” business competes as a small business.
4. Small business joint venture D consists of two HUBZone firms. (For HUBZones JVs claiming price 10% PEP, subcontracting limitations and ostensible subcontracting scrutiny apply.)



Summary of small business joint venture set-asides

JV 3-2 rule	Sole source	Competitive set-aside	Subcontracting limitations	Ostensible subcontracting scrutiny	Affiliation size exceptions for JVs
1. SB	No	Yes	Yes	Yes	Yes
2. 8(a)*	Yes	Yes	Yes	Yes	Yes
3. HUBZone	 Yes	Yes	Yes	Yes	Yes
4. SDV	Yes	Yes	Yes	Yes	Yes

*May be MP-JV that competes for 8a or small business set-asides

Summary of small business joint ventures in unrestricted competition: bundling situation


	JV 3-2 rule	Subcontracting limitations	Ostensible subcontracting scrutiny	Affiliation size exceptions for JVs
1. SB	Yes	No	Yes	Yes
2. 8(a) MP JV	Yes	No	Yes	Yes
3. HUBZone	Yes	Yes*	Yes	Yes



*13 CFR 125.6

End of part 5

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5. Mentor protégé and 8(a) exception
6.  What next?



Joint Ventures: *Advantages*

- Allows several companies to compete
- Compete with larger firms
- All parties have a voice in management
- Each party shares profit
- Experience strategic, long-term growth




Joint Ventures: *Disadvantages*

- Co-management problems
- Proposal evaluation
- Legal Risks – liability
- Form of joint venture



Choosing a venturer: *Factors to consider*

- Data confidentiality
- Self-assessment of capabilities
- Financial capacity
- Proposal development capabilities
- Competition from potential teammate
- Compatibility of corporate management
- Prior experience and reputation
- Organizational conflicts of interest
- Conflicts and competition on other bids



Just what do you bring to the table?

1. What size contract can you handle alone?
2. What size of contract could you handle in a joint venture?



Planning for your small business JV

- ❖ Put “Joint Venture in the name of your JV”
- ❖ Compatibility and mutual commitment. Chemistry.
- ❖ Communications: Understanding of expectations, review of performance, and periodic review of agreements.
- ❖ Management styles.
- ❖ Past performance and resources
- ❖ Close geographic proximity



Contents of a JV for 8(a) - 13 CFR 124.513

- Purpose of the JV
- Managing venturer
- Distribution of profits
- Contract performance responsibilities
- Special bank account
- Asset itemization
- Contract oversight
- Percentage of work performed by the JV
- Accounting
- Handling substitution or addition of co-venturers
- Procedures for disputes
- Termination provisions



About the small business joint venture agreement

- ◆ Use your attorney, understand, and monitor
- ◆ Federal agency may provide special instructions for small business joint ventures in the solicitation
- ◆ Federal agency may wish to review JV your agreement

SBA bonding website: www.sba.gov/osg

Darryl K. Bellamy

Area Director, Surety Bond Guarantee

(303) 844-2607, ext. 261

Email: darryl.bellamy@sba.gov

Increased to \$5M from \$2M



Resources

- ◆ Procurement Technical Assistance Center (PTAC) assistance: <http://www.dla.mil/db/procurem.htm>
- ◆ Department of Veteran's Affairs: www.vetbiz.gov
- ◆ How does this fit with your business plan? (Small Business Development Centers at: <http://www.sba.gov/sbdc/>)

Whom to contact for what at SBA

1. SBA government contracting area offices
2. SBA district offices
3. SBA headquarters
4. SBA procurement center representatives

SBA Mission

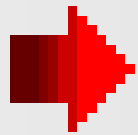
Maintain and strengthen the nation's economy by aiding, counseling, assisting and protecting the interests of small businesses and by helping families and businesses recover from national disasters.

1. Financing and bonding

<http://www.sba.gov/financing/index.html>

2. Counseling and technical assistance

<http://www.sba.gov/aboutsba/sbaprograms/ed/index.html>



3. Fair access to Federal contracts and subcontracts

Quick reference: Referrals to SBA area offices*

- | | |
|--|--|
| 1. Size protests (with recertification) | FAR 19.302
13 CFR 121.1001 |
| | 13 CFR 121.1010 |
| 2. Certificate of competency | FAR 19.6
13 CFR 125.5 |
| 3. COC Limitations on subcontracting compliance | FAR 19.601
13 CFR 125.6(f) |
| 4. Closest PCR (procurement center representative) | FAR 19.402
13 CFR 125.2(b)(3)
13 CFR 125.2(b)(3) |
| 5. Locating closest CMR*** (commercial market representative)
subcontracting and ESRS matters | 13 CFR 125.3 |

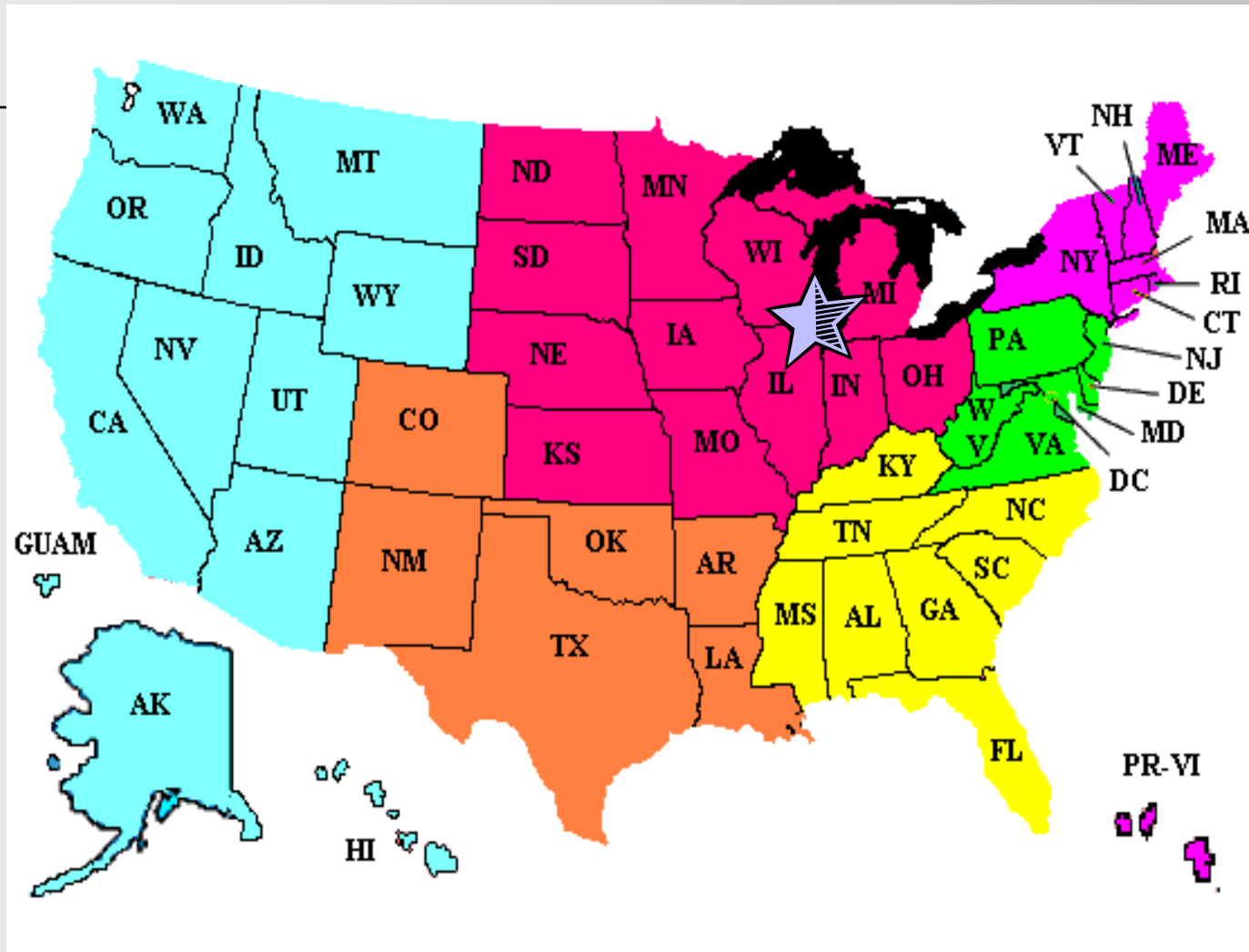
* To locate SBA area offices and closest SBA PCR see:

<http://www.sba.gov/aboutsba/sbaprograms/gc/contacts/index.html>

*** CMRs:

http://www.sba.gov/aboutsba/sbaprograms/gc/contacts/gc_cm.html

SBA Government Contracting Areas



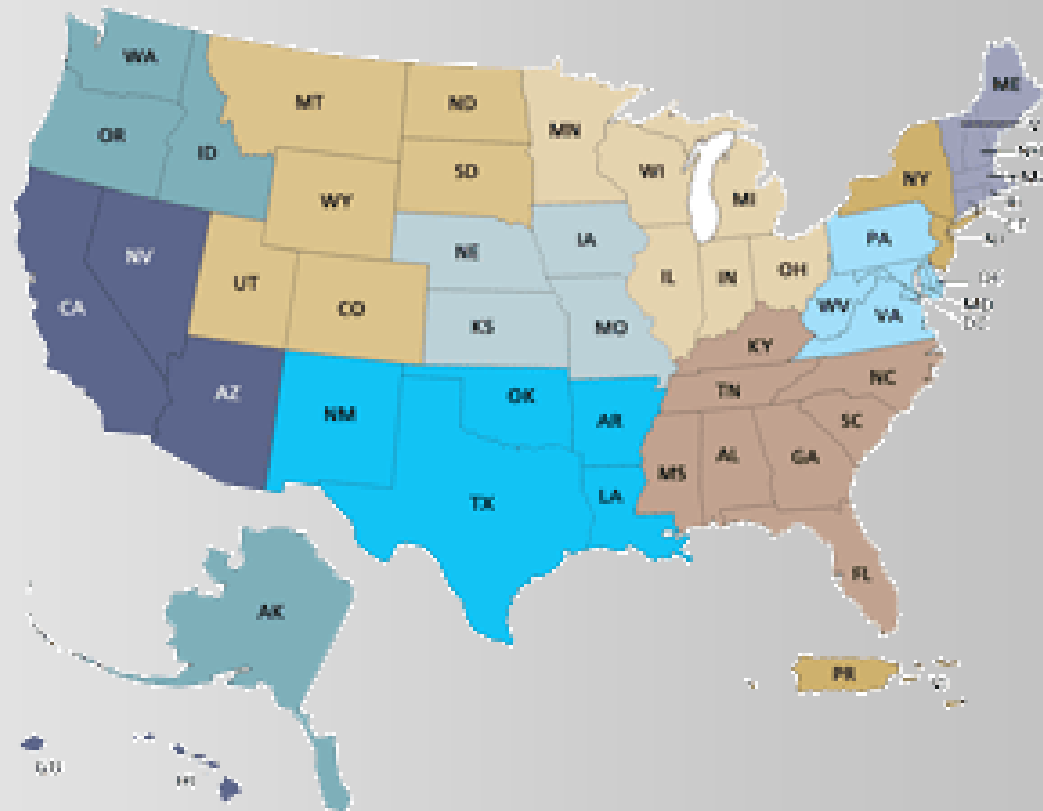
http://www.sba.gov/aboutsba/sbaprograms/gcbd/GC_PCRD1.html

Quick reference: Referrals to SBA district offices**

1. 8(a) project offering to servicing SBA office
FAR 19.804-2
13 CFR 124.502
2. 8(a) project appeals
FAR 19.810
13 CFR 124.505

** To locate SBA servicing office, check Dynamic Small Business Search at www.ccc.gov and then local resources at <http://www.sba.gov/localresources/index.html>

SBA District Offices



<http://www.sba.gov/localresources/index.html>



Quick reference: Referrals to SBA headquarters

1. HUBZone status protests FAR 19.306
13 CFR
126.801

2. NAICS code appeal FAR 19.30 3
13 CFR
121.1103

3. Nonmanufacturer rule waivers
FAR 19.102(f)(1)-
(7) 13 CFR
121.1204

4. SDVOSB status protest FAR 19.307
13 CFR 125.23

Quick reference: Referrals to SBA PCRs*

1. SBA PCR coordination records

FAR 19.501(b)

13 CFR 125.2

2. Small business set-aside appeals

FAR 19.505

13 CFR 125.2(b)(7)

3. HUBZone set-aside appeals

FAR 19.1305

FAR 19.1306

13 CFR 126.61

4. SDVOSB set-aside appeal

FAR 19.1405

FAR 19.1406

13 CFR 125.22

5. Reporting bundling to SBA (MATOCs)

FAR 19.202-1(e)(1)

13 CFR 125.2

* To locate SBA area offices and closest SBA PCR see:

<http://www.sba.gov/aboutsba/sbaprograms/gc/contacts/index.html>

Quick reference: Referrals to SBA PCRs*

- 6. ~~SBA subcontracting plan reviews-copies~~
 - FAR 19.705-5(3)
 - 13 CFR 125.2(b)(6)(iii)
 - FAR 19.705-6(c)
 - 13 CFR 125.2(b)(6)(iii)(C)
- 7. SBA subcontracting program review
 - FAR 19.707(4)
 - 13 CFR 125.2(b)(6)(iii)(C)
- 8. Small business TFD (Termination for default)
 - FAR 49.402-3 (e)(4))

* To locate SBA area offices and closest SBA PCR see:

<http://www.sba.gov/aboutsba/sbaprograms/gc/contacts/index.html>



**“Small Business Joint
Venture Opportunity”**

SBA First Wednesday Seminar starts at 9:30 Central time

Test drive of ReadyTalk

Call-in is 1-866-740-1260, access code 3076601.
Log-in at www.readytalk.com, same code.
Support: 800-843-9166. Have access code.

Introduce yourselves prior to 9:30 if you want
Do not minimize the screen. You will be shut out of system.
Put your phone on mute. Unless your office is quiet.

We email copies of the PowerPoint upon request. ✓
If listening in groups, email participant names and email addresses in Excel for 1102 credit – within a week of training. ✓

Questions: Ask at any time.

“An investment in knowledge pays the best interest.”

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